

# 1Q 2025 Results Presentation & Business Update

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May 8<sup>th</sup>, 2025



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## Presenting today

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**Massimo Mauri**  
Chief Executive Officer



**Lorenzo Mazzini**  
Chief Financial Officer



**Clarence Nahan**  
Head of Corp. Dev. & IR

# Key takeaways from the past 3 months

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## Financials results showing clear signs of rebound

- **1Q25 Net sales – €47.2m**, up 7% QoQ and above guidance
  - **Clea revenues – €5.9m**, contributing 13% of our overall top line
- **Gross profit margin – 53.2%**, improving vs. FY24 and above guidance
- **EBITDA Adj. – €9.4m**, back above 20.0% margin

## Continuous financial strength

- **Adj. Net financial position – €50.2m** at 31<sup>st</sup> March 2025
- **Continued focus** on Net Working Capital and Cash Generation

## Limited impact on announced US tariffs

- **The US is still a relatively small part of our business** (c.14% in 1Q25)
- **Strong pricing power** demonstrated by our ability to fully pass through tariff impact
- **2025 budget, assuming good growth in the region**, already mostly covered by contracted orders

## “Cautiously positive” on business outlook

- **Confirmation that the destocking is indeed behind us** – with clear V-shaped recovery on all KPIs
- **Rebound in order intake** – with most clients back to historical levels, except in DACH
- **Record level project pipeline** – driven by high demand for new products from industrial players

# Detailed 1Q 2025 Results

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# 1Q 2025 financial performance in details

1Q 24



1Q 25

**Net sales**

€47.2m



€47.2m

- **Revenues up 7% QoQ** and in line with the 1<sup>st</sup> quarter of last year, showing a gradual order recovery from customers
- **Clea revenues growing QoQ to €5.9m** in 1Q25, now 13% of our overall mix

**Gross margin**

€26.4m

56.0%



€25.1m

53.2%

- **Gross margin improvement** compared to FY24 (52.7%)
- Slight YoY decrease due to a particularly high GPM reported in 1Q24

**Adj. EBITDA**

€10.4m

22.0%



€9.4m

20.0%

- **Strong QoQ rebound** thanks to better operating leverage, including control of production costs, partially offset by the impact of Gross margin reduction
- YoY decrease of 9%

**Adj. Net Income**

€2.4m

5.1%



€2.3m

4.9%

- D&A: +€0.7m vs. 1Q24
- Net financial expenses in line with 1Q24
- YoY decrease of 4%
- Taxes calculated with theoretical tax rate

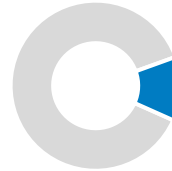
# Net sales - €47.2m



## Edge computing

- **€47.2m** in 1Q25, substantially in line vs. 1Q24
- Sales volume growth well distributed across geographical areas, with EMEA weighed down by Germany's economic weakness
- Positive trajectory from Industrial, Medical, Transport, PKE and Fitness

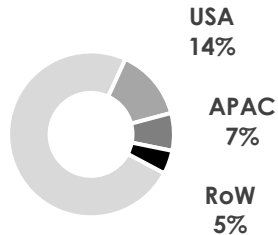
Edge  
87%



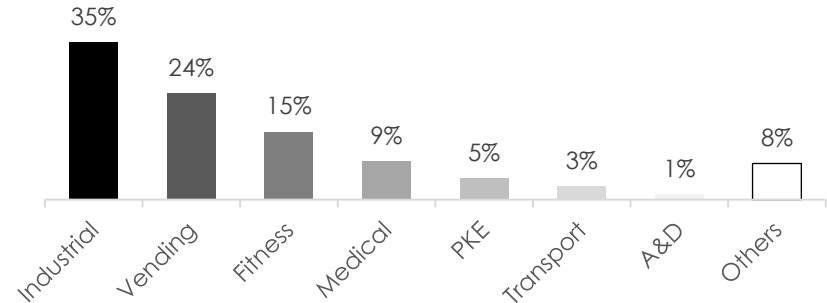
CLEA  
13%

By  
Areas

EMEA  
74%



By  
Vertical

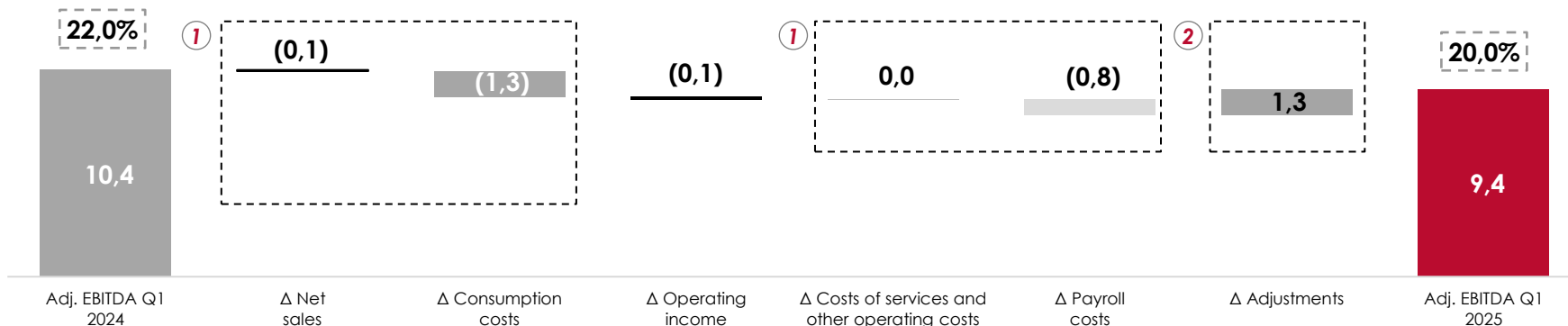


## Clea business

- **€5.9m** in 1Q25
- **Steady growth in contribution** in terms of incidence on Net sales – up to 13%
- **Recurring portion of revenue at €2.2m** in 1Q25 (from 31% 1Q24 to 38% 1Q25)

# Adjusted EBITDA

## Adj. EBITDA bridge (€m)



### 1 Gross margin effect and operating costs

- Gross margin at **53.2% of sales**, slightly below the particularly strong 1Q24 level, positively **balanced by a recovery in sales**
- Operating leverage** is starting to have a positive impact, supported by good OPEX control

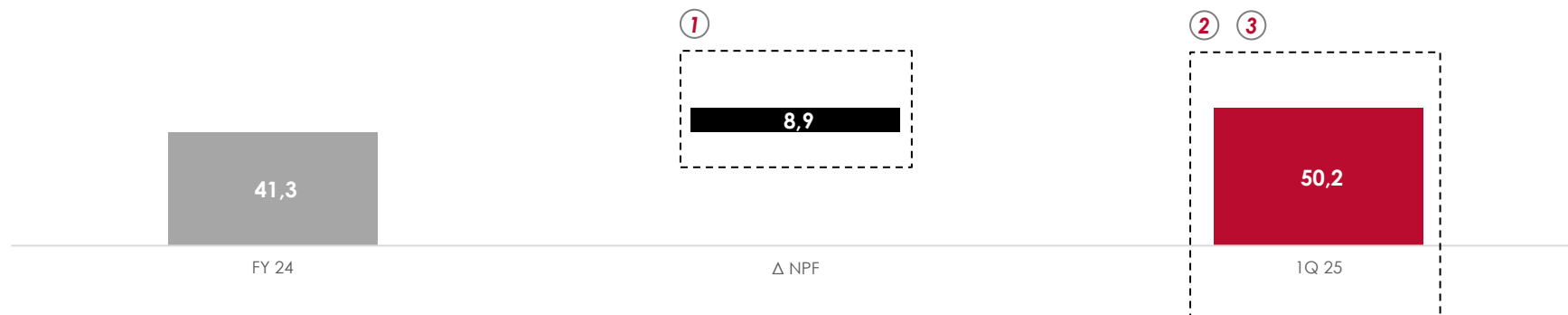
### 2 Adjustments

- 1Q 2025 EBITDA Adjustments (€m)



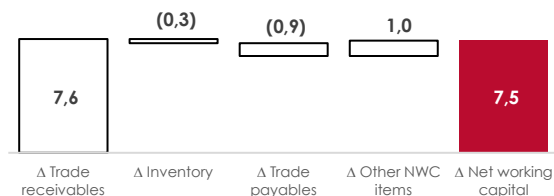
# Adjusted Net financial position

## Adj. Net debt evolution (€m)



### 1 Q1 2025

- Δ Net working capital mainly due to increase in trade receivables



### 2 Net debt Adjustments



### 3 Leverage

- Solid financial position**

#### Leverage

(Net Debt Adj. / Adj. EBITDA)

**1.8x**  
LTM 1Q25

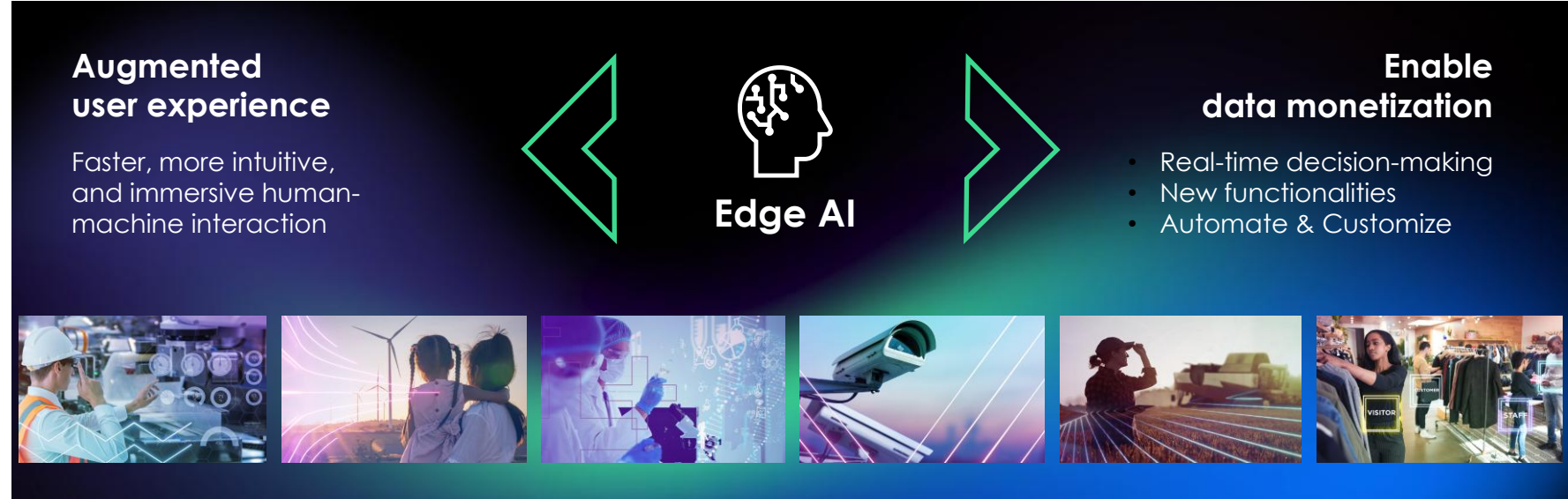
# Business update

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# AI at the Edge is set to transform the Industrial sector

SECO will enable a faster AI adoption thanks to its end-to-end solution



An integrated **IoT-AI software suite** is the key technology for deploying AI models and apps directly on field devices, **simplifying implementation & maximizing value**

# Clear monetization strategy

Fully integrated IoT offering, from edge computing to software & services suite, allowing multiple recurring revenue opportunities



## Edge System

- Fully integrated offering developed for Industrial OEMs, with in-house HMI design & manufacturing
- Visible & High Margin model focused on customization



## IoT Suite

- Modular & open source full-stack IoT & AI solutions, designed to support HW-specific add-ons
- Long-term contracts based on fee per device & consumption



Development of a services through strategic partnerships with leading international players

## Cybersecurity

Security solutions specifically dedicated to Industrial applications, strengthening the protection levels of in-field devices



## Payment/ Telemetry

Telematics & smart screen solutions with payment capabilities for OEMs with a focus on automated self-service points of sale

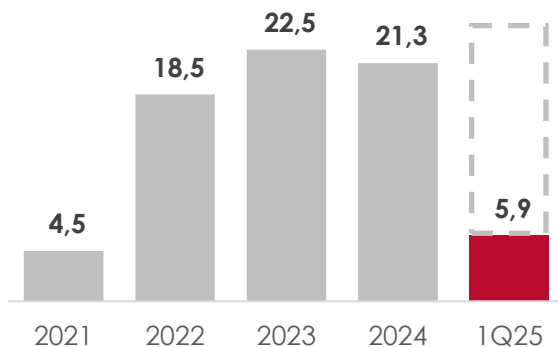


- Revenue share model adding to SaaS model
- Further value-add services to be announced in 2025

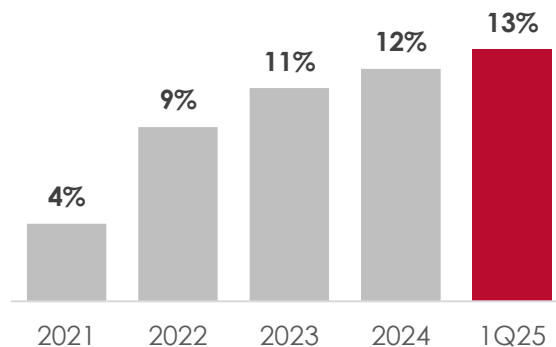
# Update on Clea contribution since its launch in 2021

Driven by increasing adoption from both existing and new clients

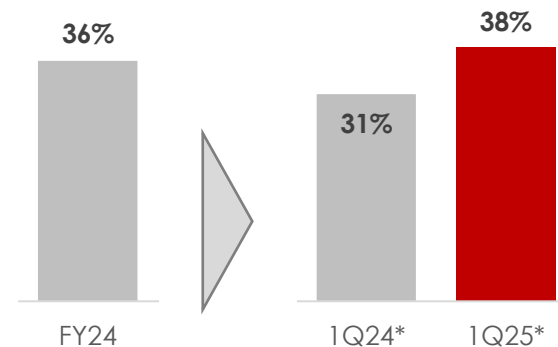
**CLEA has been steadily growing YoY since its launch**



**Improving the mix of our total revenues**



**With an improving contribution of the recurring portion**



**Drivers of future  
CLEA revenue  
growth**

1

Existing clients renewing long term contracts

2

New clients endorsing CLEA as their reference IoT platform

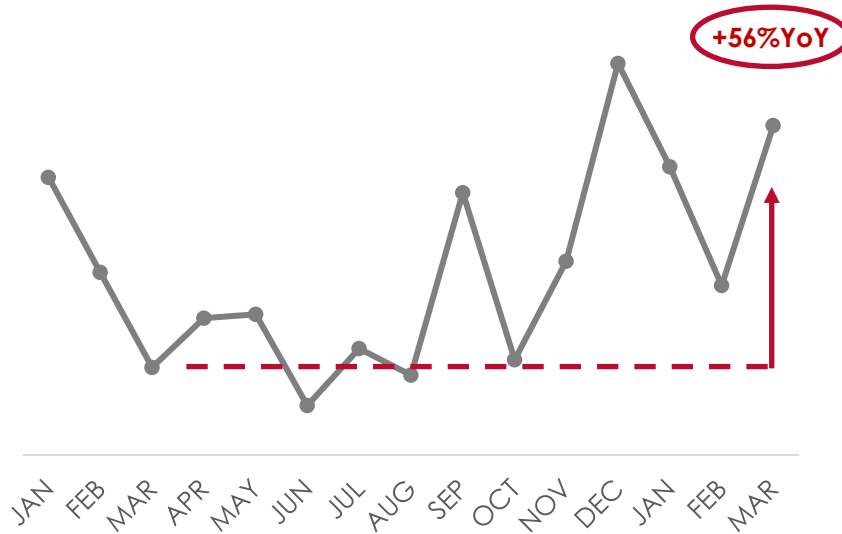
3

Further upside coming from new wins and partnerships

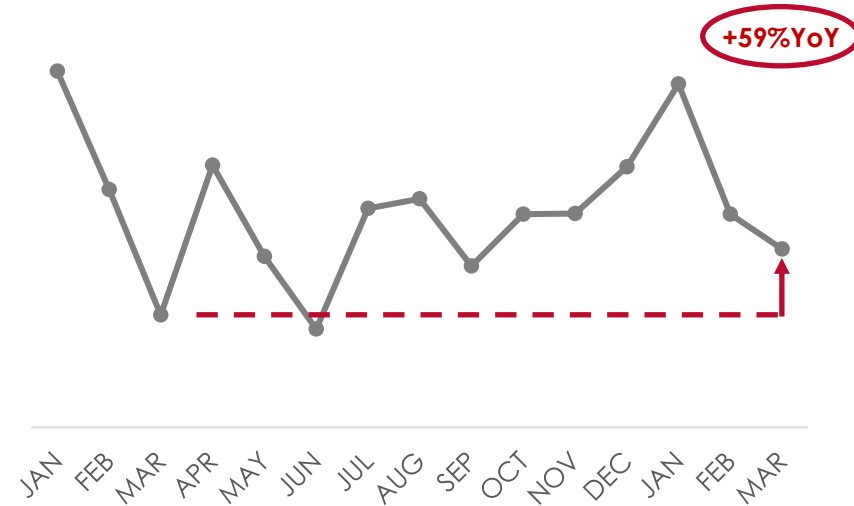
# KPIs continue to confirm a rebound in clients' demand

Consistent uptick since late last year in both backlog and book-to-bill, >1 over the first quarter

Encouraging Incoming Backlog Trend

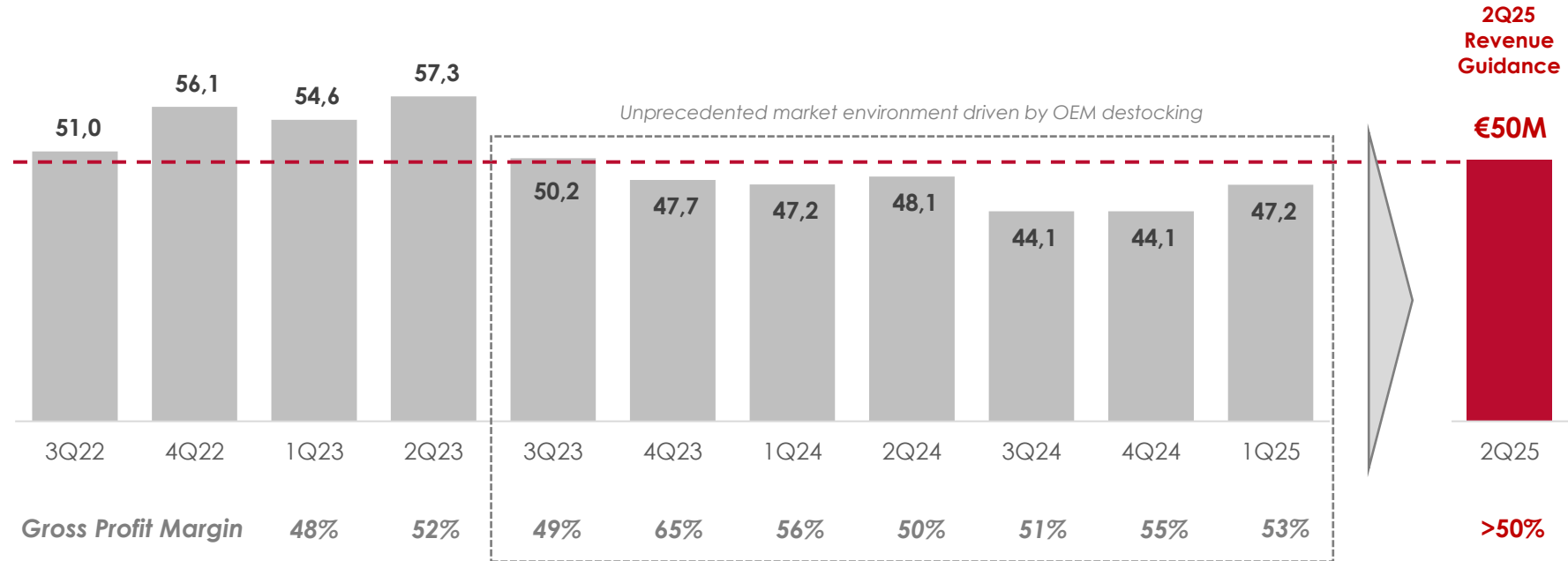


Positive Book-to-Bill ratio Evolution



# SECO is back on track to deliver strong growth in 2025

Quarterly revenues to regain their historical levels by summer, with 2Q25 revenues expected to reach €50M, with a consistent level of gross profit margin



# Why invest in SECO?

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SECO

- 1 **Top 5 player globally** in one of the fastest growing end-market in technology
- 2 **Profitable business model** focused on high margin custom solutions
- 3 **End-to-end technological partner** with unrivalled R&D excellence
- 4 **Fully integrated IoT offering**, from edge computing to software & services stack
- 5 **Uniquely positioned product range** to fully benefit from Edge AI tailwind
- 6 **Highly diversified client base**, consistently growing through new project wins
- 7 **Strong balance sheet** allowing for pro-active M&A strategy
- 8 **Experienced management team** with a clear roadmap to deliver long term growth

# Q&A

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# Thank you

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